

Want Ads.,  
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# The Times

INDUSTRIAL SECTION

# Dispatch

Financial,  
Manufacturing,  
Real Estate.

RICHMOND, VA., SUNDAY, JULY 28, 1912.

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## REAL ESTATE AND BUILDING NEWS

Something Doing for a  
Midsummer Vacation  
and Holiday Week.

## THE DULLNESS IS RELIEVED BY RENTS

A Few Good Sales Here and  
There—Agents Taking Things  
Easy Enough—Real Estate—  
Exchange Now a Reality.  
Secretary Boykin Ready  
for Business.

"I will just tell you, the real estate situation is a little peculiar. With the above sentence as a kind of introductory, one of the most prominent of the agents unboomed himself to me yesterday, and I guess the things he told me size up the situation for the week much better than could all of the news I gathered in a half-day tramp around the offices, for with but two or three exceptions all the agents talked just like this one. Continuing, this one, and he is a good one, said: 'There is an enormous building boom on in Richmond. People who build do not always have all of the money they need for building purposes, and so they go out and borrow.'

"All of us agents have good money to lend on good realty security. I can say that there has been more demand for money for building purposes in the last two weeks, or I might say the last two months, than ever before in the history of Richmond. This demand has been especially urgent during this week. I have been busy, and I am sure every other agent in town has been busy, making loans. You know there is a good deal of work connected with the making of a real estate loan. The title to property must be examined, the records must be hunted up and a whole lot of other things must be done, and all of them take up a lot of time. In a week, when the loan business is active, as active as it has undoubtedly been during this week, the agent who has money to loan has but little time to loiter after anything else.

Great Things Promised for Fall. "Then, too, we are right in the midst of the renting season, and these two things have diverted the attention of the real estate agents from sales almost altogether, and it is well enough that they have, for the real estate planners and the speculators and the buyers generally are out of town having their vacations, and actual buyers are really few and far between.

"Nevertheless, be they at the springs or in the mountains or at the seashore, they keep up their interest in Richmond property, and their letters of inquiry are frequent and numerous. This fact indicates to me that we are coming on to the best fall business we have ever known.

"By September all of the rental business will be out of the way and much of the loaning business will have been completed, and then look out for sales, big sales, and a heap of them."

Stuart Avenue in Limelight. All of the above, which, as I observed, is in quotation marks, is quite accurate and to the point, nevertheless there was something doing. It is a mighty cold day when the average Richmond real estate agent is not doing something, and we have not had any cold days lately. Not less than twenty-five agents I talked with smiled at me and said something like this: "When I am in the habit of telling you about big sales and mighty deals that run away up yonder in the tens of thousands I don't want you to quote me when I have to cut the figures down so much. Of course, I have been doing some business, but the figures are not up to my standards, and I would rather you would not quote me this week, this midsummer, holiday season, dull week. Let the particulars go by this time."

And yet there has been here and there some activity. Out on far West Stuart Avenue, where the Catholics are building two school houses, there is active demand for residence property, and Francis T. Green, of the firm of Green & Reed, who is not a little property out that way, is doing much selling for the past two weeks and more. He is reticent as to details, but he is kinder forced to admit that he sold last week more than twenty residence lots to people who are attracted to this new educational center, by the school facilities and other advantages.

A Few Particulars. Gibbons & Nickols tell of some right nice little sales they squeezed into a dull week, among them 100 feet of ground on Monument Avenue, at the corner of Tilden Street, 150 feet and five houses on West Leigh Street, in the Scott Addition; a residence on West Grace Street, some Boulevard property, some Church Hill property, and some Brook Avenue property, all amounting to somewhere close to \$50,000.

Gover & Smith report the sale for Miller & Rhoads of 121 feet on the North side of Broad Street, east of Hancock, and for the West End Home Building Fund Association of 636 feet on Mulberry Street, between Cary and Beverly Streets. This firm, in conjunction with H. S. Hutzler & Co., also sold 1000-2 West Broad Street for I. H. Kaufmann. These three sales aggregate something over \$50,000.

J. Thompson Brown & Co. made a few sales during the week that looked pretty good, but they say that their biggest business was in the rental line and in the matter of loans.

W. M. Miller & Co. make somewhat of a similar report, although they tell me



AT SHEPHERD CO. ARCHITECTS  
RICHMOND, VA.

LEE APARTMENTS, PARK AVENUE AND ADDISON STREET.

## ORGANIZATIONS OF THE FARMERS

Some of Good Things Accomplished in Great Meetings of Soil Tillers.

### BEST OF MEN ARE LEADERS

Big State Meeting This Week in Winchester That Will Do Good.

BY J. M. BELL.

I have just been looking over the program of the Virginia State Farmers' Institute, the ninth annual convention of which is to be held at Winchester, August first and second, and in connection with this I feel safe in saying that an organization of this sort, along with many others now existing in our old commonwealth are doing a wonderful amount of good.

Take for instance, the membership list of those various progressive organizations and upon inquiry you can readily ascertain that those farmers who are the leading spirits, are, in the majority of cases, very substantial men, citizens in their own community who are endeavoring to manage the up-lift of any, or all moves which tend to a betterment of conditions, generally.

It may be heavier crops on a smaller acreage, better methods of handling and marketing these crops, in fact any vital subject which may ultimately lead to more successful results attending the efforts of those who cultivate the land for a living.

Educational Features. In all cities there are numerous associations organized with the idea of bringing about civic reform in its best sense, and upon the work of such bodies often depend certain moves, which if successfully carried out are provocations of both good and lasting results. No city can get along without these associations, therefore it is most reasonable to suppose that the same rule applies to even a greater extent, with regard to country communities.

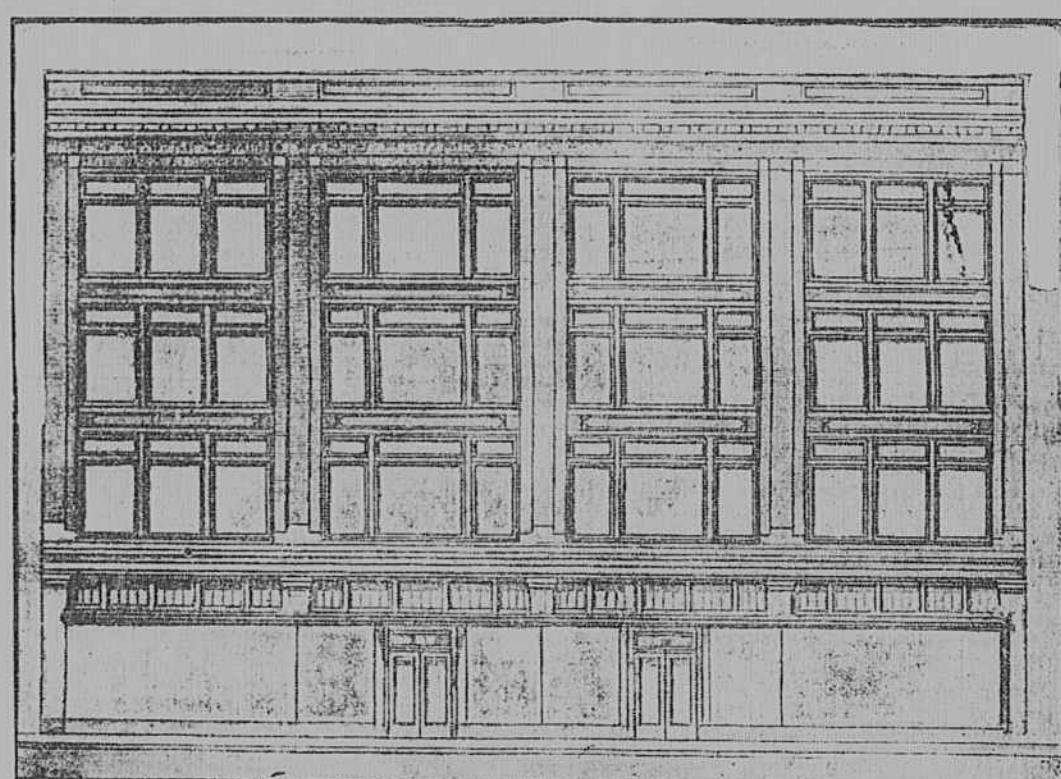
In either case there is an interchange of ideas, plans are formulated and discussed in open meeting where all members have a chance to express their views on any given question. So the farmer who belongs to an organization, and who takes a real interest in its rulings, must necessarily become a more public spirited citizen than his neighbor, who only works for his own individual interests. The same may be said of city men in like cases.

Getting Together. It has been my good fortune to attend, at different times, various meetings of the most prominent organizations now operating in progressive Virginia farmers, men who mean business, as the saying is, and I must say that it has always been a sincere pleasure to me to see these same farmers in "business session," to hear the good, sound talk on subjects that stood for the real welfare of the agricultural interests of our old State.

The mere fact of the getting together of such a body of men, (farmers) who are anxious to tell their experience in the raising and handling of crops, was an encouraging sign.

Business Features. Not only are the subjects of preparation, cultivation and handling of all the various crops discussed, but at these "get together" meetings, there is generally some mighty sound talk on the business end of the question, and some admirable plans suggested along the line of showing the farmer how to sell his crops to the best advantage as well as how to produce them most economically.

State Organizations. Among these organizations now well established and doing splendid work in our State, are the Virginia State Farmer's Institute, the Virginia State



GREAT DEPARTMENT STORE ON THE "WRONG SIDE" OF BROAD STREET.

## SOUTH HILL TOWN IN THE LIMELIGHT

Twelve-Year-Old Town That Shows Up in Very Great Shape.

BY M. M. CARVER.

South Hill, Va., July 27.—South Hill is a town of about twelve years of age, located on the Southern Railway, about half way between Norfolk and Danville, being a little more than one hundred miles from each place.

Seven years ago there was not a single brick building in the town. To-day these brick buildings of various kinds are unsurpassed. We have brick stores, dwelling, storage houses, sales stables, school, post-office and bank buildings.

South Hill is one of a few towns that has progressed as it has of late years; that has never had what is commonly known as a boom and set back, but has grown continuously from year to year until it bids fair to be one of the best towns in South-side Virginia.

As a healthy place or town it is rarely excelled. It has splendid water and some of rare mineral qualities, within the corporate limits. Besides this it is within four miles of the Ogburn Springs, which has a nationwide reputation.

It is now installing a system of water works, and, unlike filtered river water in many places, it is a pure and clean water pumped from an artesian well with a capacity sufficient to supply a town many times larger than South Hill.

It is well lighted with electric lights, the homes, business houses and streets. It has a garage for the accommodation of the tourist, and there are about twenty-five automobiles owned and operated in the town.

It has people who are congenial in both social and business affairs, and to this spirit we attribute a great part of its successful career.

Here you can find stocks of merchandise in all lines that will compare favorably with stores in much

## ALFALFA GROWING IN OLD VIRGINIA

The Commissioner of Agriculture Has a Say on the All-Absorbing Subject.

G. W. Koller, the Commissioner of Agriculture, sent out by mail during the past week fifty-five thousand copies of Bulletin No. 67. This is a most interesting bulletin, for in addition to the usual analyses of fertilizers which the department is reporting this bulletin discusses the important subject of growing alfalfa, and it sets forth the fact that 4,000 acres in Virginia are in alfalfa cultivation this year, which will yield practically 16,000 tons of alfalfa hay. There are a few farms in every section of the State that are beginning to grow this valuable plant. It is no longer an experiment. Experiment stations have shown that an acre of good alfalfa contains fertilizer ingredients that would cost on the market, in the shape of fertilizer, at least \$65.

This bulletin also gives a number of experiments which have been made by the national government in feeding alfalfa in comparison with other hay feeds, which shows also that when corn is fed with alfalfa in the right proportions a saving of about 50 per cent. is realized; that is, the ration which includes alfalfa costs only 13 cents daily, and the other ration, which includes oats and other feeds, is 18 cents and 20 cents per day.

A valuable article on twigs blight in the orchard is contained in this bulletin also, and since the blight has been so widespread in the State this year, it furnishes some valuable suggestions on how to control this serious trouble to the fruit growers.

Bulletin No. 68, now in the course of preparation, will contain a large number of valuable articles, and will be the best publication of the season.

## TOBACCO FIGURES GREAT INDUSTRY

Many Thousand People Make Their Living in Tobacco Factories of the Land.

According to the records in the census offices of the government, the tobacco manufacturing interest ranks eleventh among the industries of the country. As Virginia and North Carolina farms are among the leaders which furnish the raw material for the tobacco factories of the land, the aggregate figures the factories show are interesting.

The tobacco factories of the country employ 197,973 persons, of whom 166,510 were wage-earners. In the 17,543 establishments, representing an investment of \$245,060,484, required \$363,972, 730 for expenses, of which \$25,683,938 went to the government for internal revenue taxes, and turned out products valued at \$18,695,104, of which \$239,509,483 was added by manufacture, according to the announcement of the director of the census, giving statistics for the thirteenth census.

In average number of wage-earners, the ranking of the ten leading States are: Pennsylvania, 32,131; New York, 30,019; Ohio, 12,631; Florida, 12,280; New Jersey, 9,466; North Carolina, 8,203; Illinois, 8,034; Virginia, 7,582; Michigan, 7,876; and Missouri, 4,433.

In value of products: New York, \$76,681,552; Pennsylvania, \$50,161,387; North Carolina, \$45,986,639; Missouri, \$39,950,638; Ohio, \$28,907,269; Virginia, \$23,850,314; New Jersey, \$24,117,343; Illinois, \$21,870,282; Florida, \$21,573,921; Kentucky, \$13,557,780.

The value added by manufacture: New York, \$45,220,115; Pennsylvania, \$28,447,364; North Carolina, \$22,170,517; Ohio, \$16,842,445; Missouri, \$14,404,722; Virginia, \$14,098,041; New Jersey, \$13,391,063; Illinois, \$13,267,590; Florida, \$12,589,763; Kentucky, \$10,172,212.

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## ITALIAN WORKERS IN NORTH CAROLINA

More About the Waldensian Colony at Valdese, in the Carolina Foothills.

### HISTORY OF THE COLONY

Success Comes After Many Setbacks—Religious Views, Ways of the People.

BY W. J. LUTCH.

The colony of North Italian general farmers at Valdese, North Carolina, affords a valuable illustration of how unimproved land may be successfully brought under cultivation by small communities of thrifty immigrants. Valdese is located on the Asheville division of the Southern Railroad, near the towns of Hickory, Morganton and Conely Springs.

A Waldensian minister, while traveling through the United States in 1892, met an agent of the Merckanton Land Improvement Company, a corporation controlling large tracts of mountain land in the vicinity of Valdese. At this time all the land where the colony is now located was unimproved and heavily timbered. The minister thought this region was particularly adapted to colonization, especially with people from his province, who were accustomed to farming on the mountain lands of Northern Italy. Tentative arrangements were made with the land company by the minister while he was in this country, on returning to Italy he took the matter up in church conferences, and it was decided definitely to undertake the venture. In May, 1893, the first part of the colony—12 families—came over, and in October of the same year about 40 more families arrived. The colonists paid their way to New York city, and were furnished transportation from that point by the Southern Railway Company.

Definite arrangements for the purchase of 10,000 acres had been made before they arrived, at a purchase price of \$250 per acre, with twenty years in which to pay. The colony was started as a corporation, with members of the land company already mentioned as officers.

Early Trials and Failures. A sawmill was installed by the corporation for the double purpose of utilizing all the marketable timber on the tract and furnishing the colonists with employment while the land was being improved. At the end of about two years of strenuous existence, during which all the colonists received for the labor was a scant living, the corporation became insolvent. After this venture and the dissolution of the colony as a corporate enterprise, it was decided to let each colonist set out on his own responsibility. About 2,000 acres of the best land was selected and divided among the families who remained.

There has been no community organization in the colony since the dissolution of the corporation, but the minister is usually recognized as the leader. When the colonists found themselves in financial straits after the corporation's failure, they did not seek charity, but the head of each household selected what land he thought he was able to pay for and immediately began to make provision for establishing a home.

The land was wild and extremely rough topographically, covered in some spots with loose stones, and heavily forested with timber of first and second growth. This land had to be cleared of trees and loose stones. Houses and barns had to be built. The colonists had absolutely nothing when they began to clear their individual farms, although practically all had brought money to this country. In most instances, however, the amounts were

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## THE NEVER-ENDING BUILDING BOOM

Politics in an Exciting  
Year Has No Effect on  
Richmond Business.

## RECORD-BREAKING BUILDING DOINGS

Twentieth Century Department  
Store Being Erected on East  
Broad Street—Schmidt's Big  
Idea—New Apartment  
House to Be Known  
as The Lee.

From all over the country there come cheering reports of business conditions. The gratifying news from all quarters is that for the first time, perhaps, in the history of the country business is proving to be superior to politics. It is a part of the history of the land that a presidential election year is a bad business year. In fact, there have been times when a national election year has been also a kind of panic year. There never was a time in the history of the country, with the possible exception of 1890, when the political situation was more mixed or more uncertain than it is this year, and yet business looks up superior to all of this three and four-party uncertainty.

There is no city in the land in which there is better and more substantial proof of this gratifying condition than in Richmond. Politics may come and politics may go, politics may get exciting or politics may get lathargic, presidential talk may become wild and congressional campaigning may become excited, but for the business man who shall be chosen to run the kind of city government we are going to have, and there may be not a little excitement as to what kind of pavement shall be laid on Broad Street (and that's politics, too, it is painful to relate), and all these things are present with us, but all the same Richmond's building boom goes right straight along, with no indication whatever of abatement.

Inspector Beck's Books. An advance glance at the books of Building Inspector Beck indicates, to my mind, that this good month of July will show the best building figures in the history of the city. The Inspector's report for the month will show permits granted for the building and rebuilding and repairing of more houses than in any previous month; that is, if we estimate by the cost of the same. Of course, exact figures cannot be given three days before the close of the month, but when the report does come on the first day of August it will show that the cost of buildings to be erected, rebuilt and repaired for which permits were granted in the month of July, will be in the neighborhood of \$3,500,000, and this will be about \$200,000 more than for the corresponding month of last year, and these figures, mind you, are confined strictly to the city, for Building Inspector Beck has no authority in Barton Heights, or Woodland Heights or Forest Hill or Antler Park or Westhampton or Highland Park or Battery Court or Colonial Addition or Westham or any of the cities growing and rushing suburbs. As to the city figures the buildings that are being started in 1912, suburbs, which are practically Richmond, and are long will be, in fact, and there would be a footing up of more than \$2,000,000 of permits for one month.

New Apartment House. But coming down to a few particulars, one of the gratifying sights is up on Broad Street, where a twentieth century department store is being erected and is nearing completion. It is on what some people have been in the habit of calling the "wrong side" of Broad, Nos. 311, 313, 315 and 317 East Broad, but the north side is getting to be very much the right side. This immense building is being erected by W. C. Schmidt. The architect is W. D. Lee and the builder is John T. Nickols.

On account of the steel construction and application of every rate improvement in store building, this will represent the last word in store planning. No expense has been spared to make the building a masterpiece of architecture from the inside and the outside will save fully \$2,000 to \$3,000 yearly in fire insurance premiums alone.

The store is a four-story building, with frontage eighty-nine feet, and with the basement salesrooms, will have available floor space of 25,000 square feet.

Something New in Windows. A new idea is the plan of having the building set back from the street line so as to secure an important, continuous window display the entire length of the store front. The show windows seem to project like one great showcase, giving the best possible display to the merchandise which may be arranged in them.

The base is of polished vermic marble, which material also frames the two doors. The canopy of ornamental copper caps the windows, and above this there are prismatic transom lights, assuring plenty of light for the first floor salesrooms. The main cornice and pilasters of the first floor are of glazed terra cotta.

The upper stories are of artistic buff-colored Devonshire standard and Norman shape brick, set off with terra cotta. The upper story windows extend the entire height of each section from floor to ceiling, with prismatic transom lights. The entire building will have an abundance of light.

Between the stories there are ornamental copper panels. Near the top these are set off with embellishments of terra cotta and fancy brick work.

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